



Job Title: Sales Representative (Medical Devices)

Location: Koropi (Attiki) -Commuting to work is available with Company Buses from Doukissis Plakentias metro station

Micrel Medical Devices SA (www.micrelmed.com), a medical devices company, is now looking to recruit a **Sales Representative**, responsible for sales of **infusion systems** in the Hospital and Home Care markets.

Micrel is a dynamic medical technology company designing, manufacturing and selling "smart drug delivery systems" in more than 50 countries around the world.

The company offers a full range of ambulatory infusion pumps and related administration sets for a broad array of hospital and home-based patient treatments. Micrel is active in the areas of Pain Management and Analgesia, Parenteral Nutrition, Oncology, Immunotherapy, Parkinson's disease, Thalassemia, and other infusion therapies

Main duties:

- Sell the company's infusion products in the territory - visit hospitals, home care companies, individuals and other market participants on a daily basis. Travelling all over Greece at prearranged times is required.
- Some of the main hospital departments/specialties to be visited are Anesthesiology, Surgery, Gastroenterology, Oncology, Neurology etc.
- Work on Hospital Tenders, Requests for Quotation (RFQs) and EOPYY requirements in relation to the company's products.
- Support existing customers with any possible needs and requests e.g. clinical, quality assurance, business etc and further promote new products/features.
- Identify and approach new potential customers in an organized manner to promote and demonstrate products.
- Provide Product Training to users.
- Keep records of sales activity through the company's CRM system, prepare and submit reports and other related analysis to the Regional Sales Manager and Sales Director e.g. regular activity reports, forecasts, business plans etc.
- Organize and attend exhibitions, congresses and other commercial events in which the company chooses to participate.
- Take responsibility for achieving the company's targets and setting the base for higher future growth in the territory.

Requirements:

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micrelmed.com



- At least 5 years of proven sales experience in the Health Care Industry is required.
- Degree in Business, Life Sciences, Nursing, Engineering or related required.
- Knowledge and understanding of the Medical Device, Hospital and Home Care markets. Experience with Hospital tenders, EOPYY and knowledge of Infusion Systems market is highly preferred.
- Familiarity with the above-mentioned hospital departments/specialties is a plus.
- A positive, 'can do' attitude at all times, with ability to take ownership of an issue until it is fully resolved. High customer support and problem-solving skills.
- Availability to travel all over Greece with overnight stay, is required.
- Good knowledge of Email, MS Excel, Word and PowerPoint is essential
- Excellent, written and verbal, communication skills in English

If you are interested, please send your CV at careers@micrelmed.com, including the job title in the subject.